

## Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W

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R 080535Z JAN 75

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TO USDOC WASHDC

INFO SECSTATE WASHDC 1885

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

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COMMERCE/SPECIAL ACTIVITIES DIVISION FOR LARRY COZART

E.O. 11652: N/A

TAGS: BMEP, ETEL, BEXP, KU

SUBJ: EARTH SATELLITE STATION TENDER

REF/ (A) KUWAIT 5325 (B) STATE 000629

1. EMBOFF HAD OPPORTUNITY BRIEFLY DISCUSS SUBJECT PROJECT WITH MIN POSTS, TELEPHONE, AND TELEGRAPH CHIEF ENGINEER ABDULLA AL-SABEJ AND HIS DEPUTY. AL-SABEJ STATED STATION WILL BE ACCORDING STANDARD INTELSAT SPECS AND ALTHOUGH INDEPENDENTLY OPERATED MUST BE COMPATIBLE WITH KUWAIT'S EXISTING STATION WHICH BUILT BY NEC. NEW STATION WILL BE SITED ALONGSIDE EXISTING STATION AT UMM AL-EISH.

2. MPTT ENGINEERS HAVE DONE GENERAL DESIGN AND SUCCESSFUL BIDDER WILL BE EXPECTED DO DETAILED DESIGN, EQUIPMENT SUPPLY, AND CONSTRUCTION. NEC NOT CONSIDERED STRONG CONTENDER FOR NEW STATION AS THEIR PERFORMANCE ON SERVICE AND SPARE PARTS SUPPLY ALLEGEDLY HAS BEEN UNSATISFACTORY ACCORDING MPTT OFFICIALS. ON FIRST STATION ONLY FOUR OR FIVE COMPANIES SUBMITTED PROPOSALS ALTHOUGH MINISTRY HOPES GET SEVERAL MORE OFFERS THIS TIME. AL-SABEJ INDICATED PRICE WOULD NOT NECESSARILY BE DECISIVE AND THAT MINISTRY'S ENGINEERS WOULD STUDY EACH OFFER

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ON ITS MERITS WITH PRICE BEING ONLY ONE IMPORTANT CONSIDERATION.

3. MPTT OFFICIALS CHIDED EMBOFF FOR LACK US INTEREST IN KUWAIT TELECOMMUNICATIONS PROJECTS AND CITED RECENT TENDER FOR NEW INTERNATIONAL TELEPHONE EXHCNAGE AS ONE MORE EXAMPLE WHERE US COMPANIES FAILED TO BID. FAILURE US COMPANIES TO RESPOND THIS TENDER WOULD BE EMBARRASSING AND REFLECT UNFAVORABLY ON UTILITY OUR TRADE MISSION PROGRAMS GIVEN THE MOST RECENT SUCH MISSION TO VISIT KUWAIT WAS TELECOMMUNICATION TRADE MISSION LAST SPRING WHICH INCLUDED BOTH FAIRCHILD AND E SYSTEMS REPS AND FOR WHICH KUWAITIS GAVE EXCELLENT SUPPORT. MPTT OFFICIAL ALSO MENTIONED ROHR INDUSTRIES AS A COMPANY HE THOUGHT COULD UNDERTAKE PROJECT. WE EXPECT ROHR'S PRESIDENT TO LEAD OPIC-SPONSORED GROUP TO KUWAIT IN FEBRUARY.

4. REQUEST COMMERCE PROVIDE SUBSTANCE THIS MESSAGE TO ALL COMPANIES LISTED REF B AS WELL AS ROHR INDUSTRIES, ITT (WHICH BID ON FIRST STATION), AND HUGHES. MAY BE USEFUL FOR SPECIAL ACTIVITIES DIVISION TO PERSONALLY CONTACT COMPANIES CAPABLE DOING WORK WHICH TOOK PART IN LAST SPRING'S MISSION.

5. COMMENT: SHOULD BE STRESSED TO COMPANIES THAT KUWAIT OFFERS LUCRATIVE MARKET FOR SALES SOPHISTICATED COMMUNICATIONS EQUIPMENT. KUWAIT MILITARY WILL BE MAKING IMPORTANT PURCHASES COMMAND AND CONTROL GEAR FOR MILITARY COMMAND CENTER. MOREOVER, KUWAIT CAN BE EXPECTED TO PROVIDE MAJOR FUNDING FOR INTER-ARAB SATELLITE COMMUNICATIONS IF AND WHEN PROPOSAL GETS OFF GROUND. COMPANY WHICH BUILDS STATION WOULD OBVIOUSLY HAVE OPPORTUNITY PROVE THEIR METTLE (TO SAY NOTHING OF THEIR INTEREST) TO KUWAITIS.  
STOLTZFUS

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